

Message Text

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ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 AID-05 CIAE-00 COME-00 FRB-03

INR-07 NSAE-00 TRSE-00 XMB-02 OPIC-03 SP-02 CIEP-01

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FM AMEMBASSY ROME

TO SECSTATE WASHDC 828

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E.O. 11652: N/A

TAGS: ESTC, IT

SUBJECT: PRE-LICENSE CHECK; GIUSEPPE MERLINI ELETTRONICA

REF: STATE 87560

EXCON FOR COMMERCE

1. GIUSEPPE MERLINI ELETTRONICA IS A RECENTLY ESTABLISHED FIRM ENGAGED IN THE INSTALLATION AND MAINTENANCE OF ELECTRONIC EQUIPMENT FOR FISHING VESSELS (COMMENT: THE FIRM IS LOCATED IN SAN BENEDETTO DEL TRONTO WHICH IS THE MOST IMPORTANT FISHING PORT ON THE ADRIATIC). AN EMBASSY REPRESENTATIVE CONTACTED OFFICIALS AT THE FIRM'S BANK, WHO SAID THE GIUSEPPE MERLINI ELETTRONICA HAS ENGAGED IN ONLY ONE OR TWO IMPORTATIONS SO FAR AND HAS A GOOD CREDIT RATING. SIGNOR MERLINI IS WELL REGARDED IN LOCAL COMMERCIAL CIRCLES.

2. SIG. MERLINI TOLD EMBASSY REPS THAT REFTEL MATERIAL WILL BE USED TO REPAIR RADARS AND OTHER EQUIPMENT ON BOARD ITALIAN FISHING VESSELS. THE MATERIAL WILL BE OFFICIALLY IMPORTED INTO ITALY AND KEPT IN HIS WAREHOUSE FOR USE AS OCCASIONS ARISE. SIG. MERLINI WILL REQUEST PROPER ITALIAN EXPORT LICENSES ON A CASE BY CASE BASIS WHEN INSTALLATIONS ARE MADE ON BOARD FISHING VESSELS.

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3. AS THE CAPABILITY OFR IMMEDIATE SERVICING OF ELECTRONIC GEAR IS SIG. MERLINI'S MAIN COMPETITIVE EDGE, WAREHOUSING REFTEL MATERILA IS ABSOLUTELY ESSENTIAL. SIG. MERLINI ANTICIPATES PLACING ONE OR TWO SUCH ORDERS AS REFTEL'S A YEAR. HERETOFORE SIG. MERLINI HAS BOUGHT MAGNETRON, THYRATRON TUBES, AND DIODES ON THE ITALIAN MARKET, INCLUDING TUBES AND DIODES OF U.S. ORIGIN (COMMENT: HE SHOWED EMBOFF A COPY OF HIS CONTRACT WITH THE ITALIAN FIRM SELENIA S.P.A. FOR PURCHASE OF MAGNETRON TUBES). ACCORDING TO SIG. MERLINI, HE WILL ENJOY A 40-50 PERCENT SAVING BY BUYING DIRECTLY FROM CALVERT INSTEAD OF ACQUIRING THE U.S. MATERIAL FROM AN ITALIAN MIDDLEMAN.

4. SIG. MERLINI SAID HE ANTICIPATES NO PROBLEM SHOULD THE EDO WISH PERFORM PERIODIC POST SHIPMENT CHECKS EITHER AT HIS WAREHOUSE OR WITH HIS CUSTOMERS, ALL OF WHOM ARE LOCAL FISHING VESSEL OWNERS.

5. AS THE EMBASSY HAS NO REASON TO DOUBT SIG. MERLINI NOR HIS LOCAL COMMERCIAL REPUTATION, AS THE SIZE OF THE ORDER IS SMALL, AND AS CALVERT'S APPLICATION IS SUPPORTED BY AN ITALIAN IMPORT CERTIFICATE, THE EMBASSY RECOMMENDS THAT AN EXPORT LICENSE BE GRANTED.

6. A FULL WORLD TRADE DATA REPORT IS BEING PREPARED ON THE FIRM BUT WILL PROBABLY WILL NOT BE COMPLETED FOR A FEW WEEKS. HOWEVER ACCORDING TO OUR PRELIMINARY DATA, IT WILL CONTAIN NOTHING TO CONTRAINDICATE THE GRANTING OF AN EXPORT LICENSE. SIG. MERLINI IS ANXIOUS TO HAVE THE MATERIAL ON HAND AND IF NECESSARY WILL BUY THE MATERIAL LOCALLY OR FROM THE JAPAN RADIO COMPANY AT CONSIDERABLE ADDED EXPENSE TO HIMSELF RATHER THAN BE WITHOUT EQUIPMENT WITH WHICH TO SERVICE HIS CUSTOMERS. HENCE THE EMBASSY REQUESTS EXPEDITIOUS HANDLING OF CALVERT'S APPLICATION.BEAUDRY

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Message Attributes

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